

Message Text

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TO USDOC WASHDC

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AMEMBASSY SINGAPORE

AMCONSUL MEDAN

AMCONSUL SURABAYA

AMCONSUL HONG KONG

UNCLAS JAKARTA 10354

FOR OIM

E.O. 11652: N/A

TAGS: BBSR XE XF SG XM AS ID

SUBJECT: GLOBAL MARKET RESEARCH: BID REQUEST -
BUILDING PRODUCTS AND CONSTRUCTION EQUIPMENT

REF: (A) STATE A-4607
(B) USDOC 11173
(C) JAKARTA 9975
(D) HONG KONG 9699

1. PER REF (A) BID SUMMARIES ARE PRESENTED BELOW KEYED TO POINTS 1, 2, 3, AND 5 SPECIFIED IN INVITATION TO BID. EMBASSY RECOMMENDS THAT BUILDING PRODUCTS AND CONSTRUCTION EQUIPMENT GLOBAL MARKET RESEARCH CONTRACT FOR INDONESIA BE AWARDED TO NUSA CONSULTANTS. LOGIC THIS RECOMMENDATION BASED ON FOLLOWING FACTS: (A) NUSA ONE OF LARGEST AND BEST KNOWN INDONESIAN CONSULTANT FIRMS; (B) NUSA LISTS VAST EXPERIENCE IN VARIOUS FACETS CONSTRUCTION AND BUILDING PRODUCTS FIELDS AND THEREFORE PRESUMABLY ALREADY HAS SUBSTANTIAL IN-HOUSE DATA APPLICABLE THIS STUDY; (C) DESIGNATED STAFF NUSA INTENDS ASSIGN THIS STUDY BOTH EXTREMELY WELL QUALIFIED AND POSSESS SUBSTANTIAL EXPERIENCE IN BOTH CONSTRUCTION AND BUILDING PRODUCTS; (D) NUSA
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MANAGEMENT WELL CONNECTED TO IMPORTANT GOI AND PRIVATE

INDUSTRY INFORMATION SOURCES; (E) NUSA BID PROPOSAL MEETS REQUIREMENTS, WELL PRESENTED, AND REFLECTS PROFESSIONAL APPROACH.

2. RE OTHER BIDDERS, EMBASSY DISQUALIFIED BOTH WELL-KNOWN SGV UTOMO AND LESSER-KNOWN INUDLEXCO ON GROUNDS EXCESSIVE PRICE AND FAILURE MEET BID SPECIFICATIONS BY NOT INCLUDING ALL PRODUCTS. EMBASSY ALSO DISQUALIFIED DRS. RACHMAD DUE POOR PRESENTATION AND APPARENT LACK OF EXPERIENCE. THREE OTHER FIRMS ALL CONSIDERED QUALIFIED, WITH BUDESCO AND KONSULTASI PEMBANGUNAN PERHAPS HAVING EDGE OVER UNICO IN TERMS BOTH RELEVANT EXPERIENCE AND QUALITY BID PROPOSAL. HOWEVER, LATTER THREE DO NOT RPT NOT HAVE NUSA'S PROMINENT REPUTATION AND APPARENT DEPTH EXPERIENCE CONSTRUCTION AND BUILDING PRODUCTS SECTOR. SUMMARIES BIDS FOLLOW RANK ORDERED IN TERMS EMBASSY EVALUATION. (EMBASSY EXCHANGE RATE: US\$1 EQUALS RP. 414.5)

A. NUSA CONSULTANTS: (ESTABLISHED 1969. ONE OF LEADING INDONESIAN CONSULTANTS. NUSA CHAIRMAN HEADS INDONESIAN CONSULTANTS ASSOC.)

1. INDONESIA ONLY.
2. US\$4,600 (RP. 1,906,700)
3. MINIMUM 35 INTERVIEWS.
5. MORE THAN 100 PREVIOUS STUDIES AND REPORTS, LARGE NUMBER OF WHICH WERE COMPREHENSIVE FEASIBILITY STUDIES IN BUILDING PRODUCTS AND CONSTRUCTION RELATED FIELDS: IRON STRIP/CONCRETE, CEMENT, CERAMICS, MARBLE, ELECTRIC, HOLLOW BRICK, APPLIANCES, NUTS AND BOLTS. PLANTS/FACILITIES PLUS CONSTRUCTION OF HOTELS, OFFICE BUILDINGS, HOSPITALS, TOURIST FACILITIES. NUSA ALSO HAS PROVIDED DESIGN ENGINEERING AND CONSTRUCTION SUPERVISION FOR MAJOR BUILDINGS AND TOURIST FACILITIES. CLIENTS INCLUDE BANKS, PRIVATE INDONESIAN AND FOREIGN FIRMS, GOVERNMENTS, INSTITUTIONS.

B. P.T. BUDESCO (ESTABLISHED 1969)

1. INDONESIA ONLY.
2. US\$4,500 (RP. 1,865,250).

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3. MINIMUM 31 INTERVIEWS, BROADLY DISTRIBUTED
5. MORE THAN 60 PREVIOUS STUDIES AND REPORTS IN VARIOUS FIELDS INCLUDING DEVELOPMENT APPRAISALS FOR GOI ON ELECTRICAL POWER, DESIGN CONSTRUCTION ENGINEERING AND PORTS/HARBORS SECTORS, PLUS FEASIBILITY AND MARKET SURVEYS FOR 58 PRIVATE INDONESIAN AND FOREIGN FIRMS.

C. P.T. KONSULTASI PEMBANGUNAN (DEVELOPMENT CONSULTANT

INCORPORATION, P.T. - ESTABLISHED 1968)

1. INDONESIA ONLY.
2. US\$5,283 (RP. 2,191,900)
3. MINIMUM 72 INTERVIEWS, BROADLY DISTRIBUTED.
5. FOUR PREVIOUS STUDIES LISTED: QUARRY PROJECT FEASIBILITY STUDY FOR INDONESIAN FIRM, AND THREE STUDIES FOR GOI AGENCIES AND FIRMS; TIN DREDGERS FEASIBILITY, GAS ENERGY MARKETING SURVEY, AND PORT STUDY.

D. UNITED INDUSTRIAAL CONSULTANTS (UNICO) ESTABLISHED 1969)

1. INDONESIA ONLY.
2. US\$5,000 - (RP. 2,072,500)
3. MINIMUM 30 INTERVIEWS, BROADLY DISTRUBUTED.
5. 94 PREVIOUS SURVEYS AND REPORTS, MOSTLY TEXTILE PLANTS BUT SOME WOOD PROCESSING AND HOLLOW BRICK FEASIBILITY STUDIES, PLUS GRAVEL SOURCING STUDY AND SEVERAL HOTEL ANALYSES. CLIENTS MAINLY INDONESIAN AND FOREIGN FIRMS.

E. P.T. SGV UTOMO (SGV GOUNG ESTABLISHED 1946 IN PHILIPPINES, OFFICE 20 ASIAN CITIES, 3000 CLIENTS)

1. INDONESIA ONLY.
 2. US\$24,029 - (RP. 9,960,000) PLUS 5 PERCENT SERVICE AND TAX AND "OUT OF POCKET" EXPENSES. LIMITED BID NOT RPT NOT COVERING ALL PRODUCT CATEGORIES LISTED IN SPECS.
 3. MINIMUM 40 INTERVIEWS, BROADLY DISTRIBUTED.
 5. S.E. ASIA'S LARGEST GENERAL CONSULTANT GROUP. SOME 100 MARKET STUDIES CONDUCTED, INCLUDING THOSE ON CEMENT, CONSTRUCTION MATERIALS, HOTELS, HOUSING, WOOD AND GLASS PRODUCTS. CLIENTS INCLUDE FOREIGN AND DOMESTIC FIRMS, GOVERNMENTS, AND INTERNATIONAL ORGANIZATIONS.
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F. INDUSTRIAL AND LEGAL CONSULTANTS (P.T. INDULEXCO) (ESTABLISHED 1968)

1. INDONESIA ONLY.
2. US\$29,000 - (RP. 12,020,500) PLUS "OUT OF POCKET" EXPENSES FOR TRAVEL OUTSIDE JAKARTA. LIMITED BID NOT RPT NOT COVERING ALL PRODUCTS LISTED IN SPECS.
3. MINIMUM 90 INTERVIEWS, BROADLY DISTRIBUTED.
5. 280 PREVIOUS STUDIES, REPORTS, AND CONTRACTS, MOSTLY PROJECT PROPOSALS, FEASIBILITY STUDIES AND APPRAISALS BUT ALSO INCLUDING OCCASIONAL MARKET STUDIES. SUBJECTS INCLUDE GLASS, CEMENT, WOOD PROCESS PLANTS, VARIOUS BUILDING MATERIALS FACTORIES, PLUS HOTELS/TOURIST FACILITIES, OFFICE/SHOPPING CENTERS AND HOUSING DEVELOPMENT. CLIENTS PRIMARILY PRIVATE INDONESIAN AND OCCASIONAL FOREIGN FIRMS.

G. DRS. RACHMAD S.H. (INDIVIDUAL RESEARCH WORKER)

1. INDONESIA ONLY.
2. US\$4,505 - (RP. 1,867,500)
3. MINIMUM 27 INTERVIEWS, BROADLY DISTRIBUTED, CONDUCTED BY STUDENTS.
5. ONE PREVIOUS STUDY ON TRANSPORT OF PASSENGERS BY GOVERNMENT-OWNED BUSES (1968). NO APPARENT EXPERIENCE IN BUILDING PRODUCTS/CONSTRUCTION EQUIPMENT OR RELATED FIELDS.

3. REF (B) SPECIFIED POSTPONEMENT OF THREE DEADLINES GIVEN REF (A). USDOC PLEASE ALSO ADVISE NEW DEADLINES FOR EXECUTION CONTRACT, SUBMISSION REPORT TO POST, POST TRANSMISSION TO COMMERCE OF FINAL STUDY.
NEWSOM

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